

IV. ACCOMPLISHMENTS OF MAJOR PROGRAM AREAS

"EPIC has served me very well and I have recommended the program to all my friends. Thank you for taking an interest in me."

Mrs. M.
Elmira, NY

Introduction

This chapter provides an overview of the year's activities to enroll and serve the seniors who need EPIC. It also reviews the improvements and enhancements that were made to program operations. EPIC's outreach program continued to focus on new ways to promote the program improvements, including the expanded use of the media. The activities of the fiscal agent contractor were closely monitored throughout the year to insure that quality services continued to be provided to seniors and providers. In addition, EPIC's audit program developed enhanced verification procedures and the manufacturers' rebate program collected almost \$28 million in revenues.

Outreach Services

During the program year, the major focus of EPIC's outreach activities was on increasing the general awareness of the program and promoting the lower fees that became effective in July 1998. In addition to a variety of community based efforts, three major initiatives were completed to reach large numbers of seniors, caregivers and providers at one time. These efforts included a new radio and television advertising campaign, continued newspaper advertising, and the distribution of the program's new brochure. In addition, to evaluate the effectiveness of Helpline services, a survey project to evaluate the level of customer satisfaction was completed in the fall of 1999.

Community Outreach

This year, 260 enrollment and informational sessions were held in a variety of communities to educate potential applicants about the program and to provide personal counseling. Almost 7,700 individuals attended these events. Throughout the year, outreach representatives also attended 177 community fairs to distribute program information to large groups of seniors and caregivers. In addition, almost 100 training sessions were held to educate providers, senior advocates and agency staff about the program and the lower fees.

Outreach staff continued to work with a variety of businesses and organizations to increase the program's visibility in the community including legislators, pharmacies, banks, libraries, and meal programs. Special efforts were made to reach members of minority groups, including mailings to ethnic organizations and targeted advertising.

Similar to last year, several Medicare managed care programs announced plans to reduce or discontinue services. Last Fall, outreach representatives provided personal counseling and distributed brochures at events sponsored by the Health Care Financing Administration, the Health Maintenance Organization, the State Office for Aging, and local offices for the aging.

These sessions were held to provide information about other insurance options for seniors whose benefits would be changing on January 1, 2000.

Advertising Initiatives

A variety of advertising initiatives are conducted each year to increase program visibility and to encourage eligible seniors to apply. This year, a very successful paid radio and television advertising campaign was completed in the major metropolitan areas of the State from January through March 1999. The spots appeared on 34 television and radio stations and featured actual participants and their caregivers. Special ads were placed on three stations that broadcast in Spanish.

The television ads were more effective in reaching seniors than the radio announcements. Almost 80 percent of the callers reported that they saw the EPIC ad on television. Application activity increased dramatically due to this special advertising. During February and March 1999, over 8,000 seniors applied for coverage. In comparison, during the previous six-months, the average number of applications received each month was 2,829. Feedback indicated that this campaign was especially effective in reaching and enrolling a large number of seniors who previously did not know about EPIC.

In addition to the special advertising, outreach staff also participated in 55 radio and television interviews and talk shows to promote the program and conducted three major newspaper advertising campaigns. The newspaper campaigns resulted in almost 2,000 requests for program information.

Distributing Program Information

Ensuring that EPIC material is available in places frequented by seniors and their caregivers is another important way to maintain program visibility and to ensure access to program information. This year, over 538,000 brochures were distributed to pharmacies, legislators, local offices for the aging, and a variety of health facilities and agencies that serve seniors. In addition, a special mailing to 12,000 seniors was completed in October 1998, to inform former participants and those who were denied coverage about the new lower fees and higher income limits. In May 1999, an informational flyer was distributed to 30,000 seniors who received benefits from the Senior Citizens Rent Increase Exemption (SCRIE) Program in New York City.

Cost Effectiveness of Outreach

As required, an analysis of this year's major outreach initiatives was completed to assess the cost effectiveness of these efforts. This review included an analysis of the response to the brochure distribution activities and the television, radio and newspaper advertising campaigns that were completed during the program year. The response to each advertising campaign is tracked to help determine the success rate that is based on the number of telephone calls and mail-in coupons received. It is estimated that the newspaper campaigns resulted in about 1,500 applications, at a cost of \$41 per application. In addition, the television and radio campaign resulted in about 6,900 seniors applying for benefits at a cost of \$70 for each application. More than 538,000 applications were distributed to providers, legislators, agencies, and health facilities

this year. These activities were responsible for about 11,220 new applications, at a cost of \$11.50 per application.

Helpline Services

"I think EPIC is flawless. There is no aggravation and no "on-holds". Helpline staff is always polite and always knowledgeable. Thank you."

EPIC's toll-free Helpline is available to assist participants and to provide information to caregivers, providers, and agency personnel. In addition, program information, including an EPIC application, is available on the Internet through the website operated by the New York State Department of Health. The Senior Citizens' Hotline operated by the State Office for Aging and that agency's website also provides information about the program to the public.

EPIC's customer service representatives responded to 12,392 written requests for information and 225,078 telephone inquiries during the program year. The total call volume increased significantly over the last two program years, when 205,000 and 164,800 calls were received. The increase is largely due to the legislative change and increased promotion of the program. As a result of this year's inquiries, over 272,000 applications were sent to seniors and other members of the public.

The toll-free number is included in all program literature and advertising. Because it is EPIC's primary contact with the public and many individuals form their opinions of the program from this experience, it is important to determine the level of customer satisfaction with this service. Therefore, a survey of participants who called the Helpline during October and November of 1999 was conducted. Selected participants were mailed a survey form, an explanatory letter, and a return envelope. Between October 18 and November 29, 1999, 4,755 surveys were mailed to participants. The response rate was very good. Almost 49 percent (2,317) of those surveyed returned the form.

The responses point to a high level of concern about the cost of drugs and an appreciation of the benefits provided by EPIC. Almost all respondents indicated that they would recommend the program to others. In addition, over 90 percent of those responding indicated that they were very satisfied with the service provided by the Helpline. The survey also included a space for respondents to say what EPIC could do to better serve them. Many seniors responded to this question. Most indicated that they thought the service was already excellent. In addition, seniors were given the opportunity to add general comments about the program and service. Comments about the program most frequently focused on suggesting that the \$23 copayment was too high, and that the fees could be reduced further. A similar survey to assess the enrollment process will be completed in 2000.

Services of the Contractor

As required by EPIC legislation, a contractor secured through a competitive bid process operates specific functions of program operations. EPIC's contract with the current contractor, First Health Services Corporation, runs from January 1, 1998 through September 30, 2002. Primary aspects of the contractor's responsibility include: enrollment processing for seniors and providers, participant and provider services, claims processing and reimbursement, outreach, and

Accomplishments of Major Program Areas

systems development. The contractor also provides support for the manufacturers' rebate and therapeutic drug monitoring programs. To ensure quality operations, specific contract performance standards have been established for each function operated by the contractor. Instances of non-compliance may result in action by the State, including issuing contract notices, the establishment of cure periods, and the assessment of penalties.

Throughout the year, State staff monitored the contractor's compliance with the performance standards through routine and special audits, with emphasis on areas directly affecting participants and providers. As required, the contractor's financial position and profit margin for EPIC operations were also reviewed quarterly. Information on the contractor's performance and financial status were reported to the EPIC Panel each quarter to confirm that the contract remained in the best interest of the State.

The contractor has displayed competence in the administration of daily program operations, as well as a commitment to the success of the program. Since assuming operations two years ago, First Health has demonstrated a stable operation. For example, First Health's performance in processing the high number of applications and renewal forms received this year was outstanding. The contract standard allows up to an average of 12 days to process these forms. By implementing major improvements to the process, First Health was able to reduce processing time for these forms to an average of less than two days, without sacrificing quality.

In addition to minor instances of noncompliance, the contractor encountered difficulty complying with the contract performance standard for on-line point-of-sale (POS) system downtime during off-peak hours for several months during the year. This situation developed primarily because the scheduled downtime permitted under the contract was insufficient to complete routine maintenance and systems tasks with EPIC's growing computer file sizes. The problem became more acute after the installation of Year 2000 compliant hardware and software that required substantially more processing time. As a result, EPIC and First Health agreed to expand allowable POS system downtime during off-peak hours to accommodate the new system requirements. In exchange for revisions to this standard, First Health agreed to stricter contractor standards for the retrospective drug utilization review program and improved online data access for State staff. The revisions were formalized in a contract amendment that was approved and forwarded to the Office of the State Controller and the Attorney General in December 1999.

Year 2000 Transition

State and contractor staff worked together to develop operational and contingency plans for the transition to Year 2000 and specific timelines were developed and tasks monitored until completion. First Health, in conjunction with a sub-contractor, tested all aspects of EPIC's computer systems to ensure Year 2000 compliance. Whenever necessary, systems programs were modified so that services to seniors and providers would continue uninterrupted on January 1, 2000. In addition, EPIC's claims processing system was tested and approved for claims submission effective January 1, 2000, by the National Health Information Network, an organization that created a site for testing claim submissions for various third party processors in preparation for Year 2000. Informational mailings to participating pharmacies were completed in October and November 1999, to remind them about Y2K compliance issues and to inform them about EPIC's contingency plans for claims processing in the event of an emergency during

the transition to the new year. As a result of these extensive efforts, the transition to Year 2000 went extremely well, with no disruption in service to participants or providers.

Provider Audits

Throughout the year, EPIC staff completed audits to protect the fiscal integrity of the \$142 million in payments to pharmacies and to ensure compliance with the program's legislative and regulatory requirements. During the year, 82 pharmacy audits were conducted, 31 of which resulted in \$130,000 in claim recoveries. Two of these audits uncovered fraudulent claims submitted by pharmacies for prescription drugs that were never dispensed to participants. Both of these cases resulted in the termination of the pharmacies from participation in EPIC and referrals to the State Medicaid Program.

To better target audit efforts, benefit verification procedures were refined this year, including the expansion of confirming benefits directly with participants. Verification of benefit letters were sent to more than 1,200 participants throughout the State. These letters asked seniors to contact EPIC to confirm the program benefits that they received. When participants were unsure of their benefits, audit staff contacted caregivers or physicians to confirm that the claims submitted were appropriate.

During the year, 30 reconsideration cases involving seniors' eligibility for benefits were referred to audit staff for review. With the exception of one issue, all cases were resolved by direct contact with the senior or their caregiver to clarify EPIC legislation and regulations. One case involving a senior with other prescription insurance coverage did result in a fair hearing. The judge found in favor of EPIC's eligibility decision.

Manufacturers' Rebate Program

Manufacturers are required to submit rebate payments to EPIC to have their pharmaceutical products covered by the program. These rebates are designed to ensure EPIC pays the lowest price offered by manufacturers to all their customers, except for some federal government agencies. EPIC rebates are calculated the same as Medicaid rebates, excluding the additional rebate for price increases exceeding the increase in the consumer price index.

Currently, more than three hundred manufacturers participate in the program, including all major manufacturers. This high level of participation has helped to ensure that almost all medications used by seniors are covered. This year, \$27.7 million in rebate revenue was collected. As shown in Figure 17, since the rebate program began in April of 1991, a total of \$131.2 million in rebate payments has been collected. All rebate revenue is used to offset the State's expenditures for program benefits. As illustrated, this offset has been significant, with rebates during this program year averaging about \$235 for each active participant.

Accomplishments of Major Program Areas

**FIGURE 17
MANUFACTURERS' REBATE**

Rebate Year	Total Manufacturers' Rebate Payments	Total EPIC Provider Payments*	Rebate Percent of Provider Payments
04/91-9/91	\$ 3,414,903	\$ 22,233,461	15.4%
10/91-9/92	8,657,439	51,946,785	16.7%
10/92-9/93	10,185,203	60,956,002	16.7%
10/93-9/94	10,475,172	66,960,430	15.6%
10/94-9/95	11,983,530	78,647,956	15.2%
10/95-9/96**	14,667,926	89,504,584	16.4%
10/96-9/97	21,351,422	97,292,841	21.9%
10/97-9/98	22,788,385	107,458,720	21.2%
10/98-9/99	<u>27,680,918</u>	<u>140,124,677</u>	19.8%
Program Life	\$131,204,898	\$ 715,125,456	18.3%

*Provider payments include dispensing fees.

**New rebate formula based on total cost of drugs implemented July 1, 1996.

During the year, a project was initiated to modify the mainframe invoicing system used by the rebate program so that the amount due from each manufacturer would be calculated and shown on the rebate invoices. Previously, the quarterly invoices contained EPIC utilization data for each drug, but manufacturers were required to calculate the rebate amount. This year, a new accounts receivable software system was developed to track rebate payments. This system accounts for all payment receipts, which the software then reconciles against invoice amounts. With the new computer software, the systems used for tracking delinquent payments and producing manufacturer correspondence including invoice letters, mailing labels and notices of delinquency on pricing data submissions was integrated and completely automated.

Two Year Enrollment and Cost Projections

As required by EPIC legislation, enrollment and cost projections for the next two years are presented in Figure 18. These projections are based on recent expenditure trends and are heavily influenced by the significant increases in enrollment and the rising cost of drugs. As the projections show, lower program fees will continue to result in increased program enrollment over the next two years. This will result in an increase in pharmacy payments to \$179 million in the 1999-2000 program year and \$213.8 million in the 2000-2001 program year. These costs will be significantly offset by the participant fees and manufacturers' rebates. As a result, the net State costs are projected to be \$137 million in 1999-2000 and \$165.5 million in 2000-2001.

FIGURE 18
EPIC ENROLLMENT AND COST PROJECTIONS
FOR UPCOMING PROGRAM YEARS
(Millions of Dollars)

	Oct. 1998- Sept. 1999	Oct. 1999- Sept. 2000*	Oct. 2000- Sept. 2001
Enrollment	111,800	118,800	127,100
Costs of Drugs	\$ 191.4	\$ 236.0	\$ 276.8
EPIC Payments	141.9	179.0	213.8
Less Revenues			
Fees	8.8	9.9	10.7
Rebates	27.7	32.1	37.6
Total Revenues	36.5	42.0	48.3
Net State Costs	\$ 105.4	\$ 137.0	\$ 165.5

**For State fiscal year 1999-2000 EPIC's total payments to pharmacies were \$164.3M, with a net State cost of \$124.2M. These numbers are from our most current budget estimate that was completed on December 30, 1999.*

REFERENCES

1. United States General Accounting Office (GAO), "Medicare: Beneficiaries Prescription Drug Coverage", Testimony before the Subcommittee on Health and Environment, Committee on Commerce, House of Representatives, September 1999.
2. Health Insurance Association of America, "Prescription Drugs: Cost and Coverage Trends", September 1999.
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4. National Economic Council, Domestic Policy Committee, "Disturbing Truths and Dangerous Trends: The Facts About Medicare Beneficiaries and Prescription Drug Coverage", July 1999.
5. White House Press Office, Press Release on Disturbing Truths and Dangerous Trends Paper, July 1999.
6. National Economic Council, "Disturbing Truths and Dangerous Trends", July 1999.
7. Health Affairs, "Hard to Swallow: Prescription Drug Coverage and Utilization Spending Among Medicare Beneficiaries", January/February 1999.

APPENDIX

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TABLE I
COUNTY APPLICATION AND ENROLLMENT ACTIVITY

<u>COUNTY</u>	<u>APPLICATIONS RECEIVED 10/98-9/99</u>	<u>APPLICATIONS RECEIVED 10/87-9/99</u>	<u>ENROLLMENT AS OF 9/30/99</u>
ALBANY	483	5,777	2,123
ALLEGANY	204	1,668	606
BROOME	1,390	7,784	3,006
CATTARAUGUS	436	3,502	1,248
CAYUGA	334	2,341	911
CHAUTAUQUA	320	5,984	2,298
CHEMUNG	671	4,221	1,520
CHENANGO	261	2,037	736
CLINTON	366	2,416	908
COLUMBIA	418	1,938	774
CORTLAND	198	1,612	621
DELAWARE	358	2,133	806
DUTCHESS	466	4,085	1,168
ERIE	2,324	24,698	8,312
ESSEX	16	1,280	470
FRANKLIN	217	1,917	714
FULTON	266	2,952	1,118
GENESEE	206	1,759	682
GREENE	243	1,787	658
HERKIMER	90	2,943	1,097
JEFFERSON	467	3,713	1,460
LEWIS	174	1,104	434
LIVINGSTON	210	1,339	498
MADISON	123	1,939	777
MONROE	980	9,867	3,186
MONTGOMERY	596	2,626	1,036
NASSAU	2,722	20,593	5,683
NIAGARA	464	5,962	2,100
ONEIDA	1,059	9,335	3,457
ONONDAGA	1,606	11,179	4,295
ONTARIO	321	2,556	961
ORANGE	771	6,656	2,114
ORLEANS	91	987	343
OSWEGO	446	4,256	1,722
OTSEGO	525	2,474	943
PUTNAM	142	1,366	455

TABLE I CONTINUED
COUNTY APPLICATION AND ENROLLMENT ACTIVITY

<u>COUNTY</u>	<u>APPLICATIONS RECEIVED 10/98-9/99</u>	<u>APPLICATIONS RECEIVED 10/87-9/99</u>	<u>ENROLLMENT AS OF 9/30/99</u>
RENSSELAER	396	3,326	1,114
ROCKLAND	269	4,327	1,271
SARATOGA	72	3,427	1,244
SCHENECTADY	308	2,849	1,021
SCHOHARIE	118	975	371
SCHUYLER	70	615	204
SENECA	100	843	300
ST LAWRENCE	339	3,819	1,476
STEUBEN	238	3,009	1,143
SUFFOLK	1,576	23,696	6,207
SULLIVAN	285	2,325	739
TIOGA	126	1,607	610
TOMPKINS	335	1,846	643
ULSTER	359	3,713	1,065
WARREN/HAMILTON	596	2,266	882
WASHINGTON	338	1,778	720
WAYNE	261	2,521	887
WESTCHESTER	1,144	14,962	4,059
WYOMING	134	1,258	487
YATES	<u>103</u>	<u>811</u>	<u>324</u>
SUBTOTAL	27,131	248,759	84,007
<u>NEW YORK CITY:</u>			
BRONX	1,294	15,903	3,244
KINGS	3,315	36,109	9,391
MANHATTAN	1,485	19,166	4,711
QUEENS	2,734	33,968	8,891
RICHMOND	<u>522</u>	<u>6,733</u>	<u>1,542</u>
TOTAL NYC	9,350	111,879	27,779
STATEWIDE TOTAL	<u>36,481</u>	<u>360,638</u>	<u>111,786</u>

TABLE II
ENROLLMENT CHANGES BY COUNTY

<u>COUNTY</u>	<u>ENROLLMENT AS OF 9/30/98</u>	<u>ENROLLMENT AS OF 9/30/99</u>	<u>TOTAL CHANGE</u>	<u>PERCENT CHANGE</u>
ALBANY	1,908	2,123	215	11.27%
ALLEGANY	495	606	111	22.42%
BROOME	1,985	3,006	1,021	51.44%
CATTARAUGUS	1,060	1,248	188	17.74%
CAYUGA	718	911	193	26.88%
CHAUTAUQUA	2,054	2,298	244	11.88%
CHEMUNG	1,231	1,520	289	23.48%
CHENANGO	613	736	123	20.07%
CLINTON	778	908	130	16.71%
COLUMBIA	522	774	252	48.28%
CORTLAND	546	621	75	13.74%
DELAWARE	614	806	192	31.27%
DUTCHESS	1,027	1,168	141	13.73%
ERIE	7,226	8,312	1,086	15.03%
ESSEX	431	470	39	9.05%
FRANKLIN	632	714	82	12.97%
FULTON	1,056	1,118	62	5.87%
GENESEE	585	682	97	16.58%
GREENE	526	658	132	25.10%
HERKIMER	989	1,097	108	10.92%
JEFFERSON	1,222	1,460	238	19.48%
LEWIS	348	434	86	24.71%
LIVINGSTON	391	498	107	27.37%
MADISON	699	777	78	11.16%
MONROE	2,794	3,186	392	14.03%
MONTGOMERY	733	1,036	303	41.34%
NASSAU	4,586	5,683	1,097	23.92%
NIAGARA	1,855	2,100	245	13.21%
ONEIDA	3,001	3,457	456	15.19%
ONONDAGA	3,617	4,295	678	18.74%
ONTARIO	838	961	123	14.68%
ORANGE	1,779	2,114	335	18.83%
ORLEANS	304	343	39	12.83%
OSWEGO	1,445	1,722	277	19.17%
OTSEGO	658	943	285	43.31%
PUTNAM	388	455	67	17.27%

**TABLE II CONTINUED
ENROLLMENT CHANGES BY COUNTY**

<u>COUNTY</u>	<u>ENROLLMENT AS OF 9/30/98</u>	<u>ENROLLMENT AS OF 9/30/99</u>	<u>TOTAL CHANGE</u>	<u>PERCENT CHANGE</u>
RENSSELAER	889	1,114	225	25.31%
ROCKLAND	1,211	1,271	60	4.95%
SARATOGA	1,152	1,244	92	7.99%
SCHENECTADY	850	1,021	171	20.12%
SCHOHARIE	322	371	49	15.22%
SCHUYLER	171	204	33	19.30%
SENECA	250	300	50	20.00%
ST LAWRENCE	1,314	1,476	162	12.33%
STEUBEN	998	1,143	145	14.53%
SUFFOLK	5,608	6,207	599	10.68%
SULLIVAN	620	739	119	19.19%
TIOGA	495	610	115	23.23%
TOMPKINS	508	643	135	26.57%
ULSTER	857	1,065	208	24.27%
WARREN/HAMILTON	627	882	255	40.67%
WASHINGTON	550	720	170	30.91%
WAYNE	798	887	89	11.15%
WESTCHESTER	3,714	4,059	345	9.29%
WYOMING	421	487	66	15.68%
YATES	<u>268</u>	<u>324</u>	<u>56</u>	20.90%
SUBTOTAL	71,277	84,007	12,730	17.86%
<u>NEW YORK CITY:</u>				
BRONX	2,960	3,244	284	9.59%
KINGS	8,370	9,391	1,021	12.20%
MANHATTAN	4,199	4,711	512	12.19%
QUEENS	7,979	8,891	912	11.43%
RICHMOND	1,333	1,542	209	15.68%
TOTAL NYC	<u>24,841</u>	<u>27,779</u>	<u>2,938</u>	11.83%
STATEWIDE TOTAL	<u>96,118</u>	<u>111,786</u>	<u>15,668</u>	16.30%

TABLE III
UTILIZATION BY COVERAGE TYPE, MARITAL STATUS AND INCOME

<u>COVERAGE</u>	<u>PERCENT OF ENROLLEES</u>	<u>EPIC PAYMENTS</u>	<u>PARTICIPANT COPAYMENTS</u>	<u>PARTICIPANT DEDUCTIBLE PAYMENTS</u>
COMPREHENSIVE	53.3%	\$ 72,347,431	\$ 22,517,544	\$ 0
DEDUCTIBLE	5.6%	5,331,627	1,795,378	2,973,767
PREMIUM	41.1%	64,252,852	22,137,244	0
TOTAL	<u>100.0%</u>	<u>\$141,931,910</u>	<u>\$ 46,450,166</u>	<u>\$2,973,767</u>
MARITAL STATUS				
SINGLE	75.1%	\$106,102,556	\$ 35,156,236	\$1,841,447
MARRIED	23.1%	\$33,003,987	10,511,683	1,103,229
MARRIED/LIVING APART	1.8%	\$2,825,367	782,247	29,091
TOTAL	<u>100%</u>	<u>\$141,931,910</u>	<u>\$ 46,450,166</u>	<u>\$2,973,767</u>
ANNUAL INCOME				
\$ 5,000 or LESS	4.1%	\$ 5,928,821	\$ 1,289,413	\$ 0
\$ 5,001 - \$ 6,000	2.6%	3,477,704	924,531	0
\$ 6,001 - \$ 7,000	4.0%	5,211,439	1,558,242	0
\$ 7,001 - \$ 8,000	6.8%	9,019,250	2,806,823	0
\$ 8,001 - \$ 9,000	10.2%	13,587,300	4,488,446	0
\$ 9,001 - \$10,000	11.9%	16,357,240	5,436,090	0
\$10,001 - \$11,000	10.5%	14,864,007	4,910,039	0
\$11,001 - \$12,000	8.7%	13,001,526	4,355,171	299,717
\$12,001 - \$13,000	7.1%	10,104,743	3,502,015	330,578
\$13,001 - \$14,000	6.4%	9,102,508	3,161,091	312,660
\$14,001 - \$15,000	5.5%	7,910,371	2,753,947	315,455
\$15,001 - \$16,000	4.8%	7,204,909	2,464,391	317,219
\$16,001 - \$17,000	4.2%	6,334,293	2,145,435	323,141
\$17,001 - \$18,000	3.5%	5,187,300	1,767,476	250,488
\$18,001 - \$19,000	2.2%	3,205,279	1,095,698	165,559
\$19,001 - \$20,000	1.8%	2,657,283	909,356	153,115
\$20,001 - \$21,000	1.6%	2,444,373	794,063	137,389
\$21,001 - \$22,000	1.4%	2,164,080	710,975	118,344
\$22,001 - \$23,000	1.4%	2,093,878	720,819	136,930
\$23,001 - \$24,000	0.9%	1,422,060	447,243	84,503
\$23,001 - \$24,000	0.5%	581,024	185,274	25,260
\$24,001 - \$24,400	0.1%	72,522	23,628	3,409
TOTAL	<u>100.0%</u>	<u>\$141,931,910</u>	<u>\$ 46,450,166</u>	<u>\$ 2,973,767</u>

TABLE IV
PARTICIPANT BENEFITS STATEMENT

PARTICIPANT BENEFITS STATEMENT	12TH PROGRAM YEAR (Millions)	PROGRAM LIFE (Millions)
BENEFITS SUMMARY		
Payments to Pharmacies	\$ 141.9	\$816.6
Payments to Participants	.1	9.2
Total Benefits Paid	142.0	825.8
Plus: Savings from Repricing	15.4	76.6
Benefits in Billing Process	0.6	7.8
Less: Prior Period Benefits	(0.3)*	0
Total Benefits Provided	157.7	910.2
FEES AND PREMIUM SUMMARY		
Fees and Premiums Paid	8.8	90.4
Plus: Prior Year Prepaid Fees	2.2	0
Less: Prepaid Fees	(2.2)	(17.6)
Net Revenue	8.8	72.8
NET BENEFITS SUMMARY		
Net Benefits Provided	\$ 148.9	\$837.4
(Total Benefits Provided - Net Revenue)		

*Prior year end accrual not used in consolidated report.

TABLE V-A
PERCENTAGE DISTRIBUTION OF DRUGS BY VOLUME AND PRICE

<u>PRESCRIPTION COST</u>	<u>PERCENTAGE OF CLAIMS</u>	<u>CUMULATIVE PERCENTAGE OF CLAIMS</u>
\$ 0 - \$ 5	4.10%	4.10%
\$ 5 - \$ 10	13.82%	17.93%
\$ 10 - \$ 15	8.52%	26.44%
\$ 15 - \$ 20	7.01%	33.45%
\$ 20 - \$ 30	12.09%	45.55%
\$ 30 - \$ 40	10.78%	56.33%
\$ 40 - \$ 50	8.58%	64.91%
\$ 50 - \$ 60	7.31%	72.22%
\$ 60 - \$ 70	6.56%	78.78%
\$ 70 - \$ 80	3.83%	82.62%
\$ 80 - \$ 90	3.03%	85.65%
\$ 90 - \$ 100	2.10%	87.75%
\$ 100 - \$ 250	10.85%	98.60%
\$ 250 - \$ 500	1.22%	99.83%
\$ 500 - \$2,500	0.17%	99.99%
\$2,500 AND OVER	0.01%	100.00%

TABLE V-B
PRICE DISTRIBUTION OF DRUGS PURCHASED

	YEAR 10	YEAR 11	YEAR 12
UP to \$8	17.11%	15.83%	13.85%
\$ 8.01 - \$ 13	11.18%	10.41%	9.89%
\$13.01 - \$ 23	15.12%	14.50%	13.77%
\$23.01 - \$ 33	13.47%	12.38%	11.83%
\$33.01 - \$ 50	15.37%	16.13%	15.56%
\$50.01 - \$100	19.61%	20.79%	22.84%
OVER \$100	8.13%	9.95%	12.25%
	} 43.1%	} 46.9%	} 50.7%

TABLE VI
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
1 FUROSEMIDE	40mg	GEN	82,048	\$ 319,046	95
2 LANOXIN	125mcg	MS	50,615	274,360	114
3 PRILOSEC	20mg	SS	47,291	6,970,230	1
4 FUROSEMIDE	20mg	GEN	45,000	148,855	202
5 NORVASC	5mg	SS	43,844	1,860,286	5
6 METOPROLOL TARTRATE	50mg	GEN	43,144	\$ 514,925	61
7 LIPITOR	10mg	SS	37,779	2,366,354	3
8 K-DUR	20meq	SS	37,134	658,112	46
9 GLUCOPHAGE	500mg	SS	35,750	1,118,151	13
10 PROPOXYPHENE NAPSYLATE W/APAP	100-650mg	GEN	35,070	474,934	64
11 ATENOLOL	50mg	GEN	32,845	315,222	98
12 LANOXIN	250mcg	MS	32,555	180,874	172
13 HYDROCHLOROTHIAZIDE	25mg	GEN	32,462	28,302	638
14 GLYBURIDE	5mg	GEN	30,791	596,636	52
15 ALBUTEROL	90mcg	GEN	28,898	416,338	79
16 XALATAN	0.005%	SS	28,589	\$ 865,679	28
17 TRIAMTERENE W/HCTZ	25-37.5mg	GEN	28,378	243,937	129
18 FOSAMAX	10mg	SS	25,336	1,683,043	7
19 ATENOLOL	25mg	GEN	24,082	239,917	130
20 VASOTEC	5mg	SS	22,673	960,840	21
21 HUMULIN N	100u/ml	INS	22,659	555,168	54
22 ATROVENT	18mcg	SS	22,020	583,873	53
23 NORVASC	10mg	SS	21,401	1,624,993	8
24 RANITIDINE HCL	150mg	GEN	20,942	876,272	27
25 VASOTEC	10mg	SS	20,558	952,400	22
26 MIACALCIN	200u/DOSE	SS	19,246	\$ 740,043	36
27 POTASSIUM CHLORIDE	10meq	GEN	18,705	134,624	218
28 PREVACID	30mg	SS	18,667	2,411,647	2
29 COZAAR	50mg	SS	18,478	838,693	29
30 KLOR-CON 10	10meq	GEN	18,254	138,026	211
31 PEPCID	20mg	SS	18,026	1,421,996	9
32 IMDUR	60mg	MS	16,882	800,322	31
33 ACETAMINOPHEN W/CODEINE	30-300mg	GEN	16,755	125,516	229
34 INSULIN SYRINGE		INS	16,705	258,862	118
35 ZESTRIL	10mg	SS	16,428	482,258	63
36 LIPITOR	20mg	SS	16,300	\$ 1,841,992	6
37 PRAVACHOL	20mg	SS	16,167	1,266,661	11
38 PROCARDIA XL	30mg	SS	16,064	697,672	40
39 TOPROL XL	50mg	SS	16,052	248,339	125
40 VERAPAMIL HCL	240mg	GEN	15,355	380,291	84

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
41 DIGOXIN	125mcg	GEN	15,148	\$ 46,435	465
42 NITROSTAT	0.4mg	MS	15,144	102,101	257
43 PREDNISONE	5mg	GEN	14,789	31,565	584
44 ZOLOFT	50mg	SS	14,405	1,059,119	16
45 AMBIEN	10mg	SS	14,337	638,297	47
46 ALPHAGAN	0.2%	SS	14,336	\$ 470,794	66
47 PREMARIN	0.625mg	SS	14,260	215,130	142
48 COUMADIN	5mg	MS	14,212	317,857	97
49 ZOCOR	20mg	SS	14,148	2,184,213	4
50 CARDIZEM CD	180mg	MS	13,744	665,841	45
51 ZESTRIL	20mg	SS	13,516	452,982	71
52 CARDIZEM CD	240mg	MS	13,213	969,839	20
53 PENTOXIFYLLINE	400mg	GEN	12,725	356,619	86
54 TAMOXIFEN CITRATE	10mg	SS	12,686	1,133,072	12
55 CELEBREX	200mg	SS	12,471	1,031,029	17
56 SYNTHROID	100mcg	MS	12,455	124,910	230
57 AXID	150mg	SS	12,373	\$ 1,011,226	18
58 IMDUR	30mg	MS	12,362	466,691	68
59 AMBIEN	5mg	SS	12,280	437,399	74
60 HYDROCODONE W/ACETAMINOPHEN	5-500mg	GEN	12,246	99,738	266
61 ZOCOR	10mg	SS	12,044	943,063	24
62 PROCARDIA XL	60mg	SS	11,949	1,083,252	15
63 CIPRO	500mg	SS	11,940	622,296	49
64 COUMADIN	2mg	MS	11,728	285,696	108
65 CLARITIN	10mg	SS	11,719	729,211	38
66 TRUSOPT	2%	SS	11,635	\$ 317,867	96
67 COUMADIN	2.5mg	MS	11,547	285,780	107
68 PAXIL	20mg	SS	11,396	809,386	30
69 CELEBREX	100mg	SS	11,308	672,420	44
70 SEREVENT	21mcg	SS	11,274	527,179	59
71 PLAVIX	75mg	SS	11,272	1,091,113	14
72 GLUCOTROL XL	10mg	SS	10,954	292,698	106
73 SYNTHROID	50mcg	MS	10,803	92,338	289
74 GLUCOTROL XL	5mg	SS	10,782	129,341	221
75 ULTRAM	50mg	SS	10,698	452,712	72
76 HUMULIN 70/30	70-30U/ml	INS	10,659	\$ 284,264	110
77 COMBIVENT	103-18mcg	SS	10,265	254,698	123
78 ACCUPRIL	20mg	SS	10,190	330,116	89
79 VASOTEC	20mg	SS	10,059	767,716	33
80 FOLIC ACID	1mg	GEN	10,007	13,741	952

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
81 ALPRAZOLAM	0.25mg	GEN	10,001	\$ 146,773	204
82 ZESTRIL	5mg	SS	9,974	255,134	121
83 CAPTOPRIL	25mg	GEN	9,915	211,883	145
84 SYNTHROID	75mcg	MS	9,903	94,278	279
85 FUROSEMIDE	80mg	GEN	9,867	86,983	298
86 TIMOPTIC-XE	0.5%	MS	9,831	\$ 225,357	137
87 GLYBURIDE	2.5mg	GEN	9,761	92,262	290
88 MEVACOR	20mg	SS	9,727	932,397	25
89 DILANTIN	100mg	MS	9,646	150,445	200
90 ALLOPURINOL	300mg	GEN	9,615	73,358	340
91 PROPULSID	10mg	SS	9,515	520,989	60
92 CARDIZEM CD	120mg	MS	9,386	324,247	91
93 ZITHROMAX	250mg	SS	9,368	192,325	161
94 ISOSORBIDE DINITRATE	20mg	GEN	9,167	28,875	626
95 MECLIZINE HCL	12.5mg	GEN	9,113	27,345	655
96 SULFAMETHOXAZOLE/TRIMETHOPRIM	800-160mg	GEN	9,104	\$ 49,337	449
97 VASOTEC	2.5mg	SS	8,991	268,133	117
98 K-DUR	10meq	SS	8,906	90,920	291
99 PREDNISONE	10mg	GEN	8,896	27,506	653
100 TOPROL XL	100mg	SS	8,798	247,011	127
101 RELAFEN	500mg	SS	8,774	497,501	62
102 MECLIZINE HCL	25mg	GEN	8,711	35,673	544
103 ISOSORBIDE DINITRATE	10mg	GEN	8,603	25,392	681
104 DIGOXIN	250mcg	GEN	8,321	24,962	689
105 LASIX	40mg	MS	8,246	93,912	282
106 ZANTAC	150mg	MS	8,197	\$ 788,606	32
107 HYDROCHLOROTHIAZIDE	50mg	GEN	8,143	9,853	1117
108 ALBUTEROL SULFATE	0.83mg/ml	GEN	8,079	550,375	55
109 ISOSORBIDE MONONITRATE	60mg	GEN	7,981	255,040	122
110 DETROL	2mg	SS	7,922	428,447	76
111 ACCUPRIL	10mg	SS	7,902	247,367	126
112 METOPROLOL TARTRATE	100mg	GEN	7,750	151,590	199
113 COUMADIN	1mg	MS	7,717	208,309	146
114 CEPHALEXIN	500mg	GEN	7,697	104,585	255
115 CAPTOPRIL	12.5mg	GEN	7,674	131,740	220
116 GLIPIZIDE	5mg	GEN	7,614	\$ 89,285	294
117 ALLOPURINOL	100mg	GEN	7,610	36,688	534
118 AMITRIPTYLINE HCL	25mg	GEN	7,546	35,948	543
119 PREVACID	15mg	SS	7,545	999,219	19
120 GEMFIBROZIL	600mg	GEN	7,535	193,112	160

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
121 PROZAC	20mg	SS	7,424	\$ 731,883	37
122 MONOPRIL	10mg	SS	7,388	198,117	155
123 MINITRAN	0.4mg/hr	MS	7,356	218,941	140
124 ARICEPT	5mg	SS	7,191	950,907	23
125 DEMADEx	20mg	SS	7,074	172,117	177
126 AZMACORT	100mcg	SS	7,004	\$ 284,322	109
127 HYZAAR	50-12.5mg	SS	6,963	297,602	103
128 REZULIN	400mg	SS	6,938	1,278,100	10
129 ACCUPRIL	40mg	SS	6,922	225,813	135
130 NITROGLYCERIN	0.4mg/hr	GEN	6,862	169,724	180
131 LOTRISONE		SS	6,822	196,929	156
132 NITRO-DUR	0.2mg/hr	MS	6,722	196,825	157
133 TIMOLOL MALEATE	0.5%	GEN	6,716	120,973	235
134 OXYBUTYNIN CHLORIDE	5mg	GEN	6,691	87,052	297
135 NORVASC	2.5mg	SS	6,588	270,083	116
136 COSOPT	2-0.5%	SS	6,576	\$ 319,271	94
137 HYTRIN	5mg	MS	6,479	439,058	73
138 LORAZEPAM	0.5mg	GEN	6,460	169,553	181
139 NITROGLYCERIN	0.2mg/hr	GEN	6,443	136,737	213
140 THEOPHYLLINE ANHYDROUS	200mg	GEN	6,428	57,815	404
141 PAXIL	10mg	SS	6,401	386,317	83
142 ATENOLOL	100mg	GEN	6,385	100,001	263
143 NITRO-DUR	0.4mg/hr	MS	6,373	229,971	134
144 EVISTA	60mg	SS	6,360	431,960	75
145 ISOSORBIDE MONONITRATE	30mg	GEN	6,052	166,655	185
146 AMITRIPTYLINE HCL	10mg	GEN	6,018	\$ 20,959	758
147 CARDIZEM CD	300mg	MS	5,976	610,294	51
148 CAPTOPRIL	50mg	GEN	5,968	214,765	143
149 CARDURA	4mg	SS	5,934	219,794	138
150 CARBIDOPA/LEVODOPA	25-100mg	GEN	5,932	189,240	164
151 GLUCOPHAGE	850mg	SS	5,905	334,651	88
152 BIAXIN	500mg	SS	5,873	257,695	120
153 SYNTHROID	125mcg	MS	5,871	60,742	391
154 DIAZEPAM	5mg	GEN	5,858	38,266	520
155 ARICEPT	10mg	SS	5,787	725,255	39
156 MINITRAN	0.2mg/hr	MS	5,750	\$ 141,265	209
157 SYNTHROID	25mcg	MS	5,741	42,114	493
158 LOPRESSOR	50mg	MS	5,684	167,896	183
159 PREMPRO	0.625-2.5	SS	5,656	121,557	234
160 LESCOL	20mg	SS	5,633	201,141	153

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
161 AMOXICILLIN	500mg	GEN	5,542	\$ 28,222	639
162 Klor-Con 8	8meq	GEN	5,378	32,511	573
163 ZOLOFT	100mg	SS	5,354	392,584	81
164 PROCARDIA XL	90mg	SS	5,333	534,185	58
165 VANCERIL	42mcg	SS	5,290	159,809	191
166 DIOVAN	80mg	SS	5,278	\$ 187,920	167
167 LEVOXYL	100mcg	GEN	5,272	27,543	652
168 PRAVACHOL	40mg	SS	5,265	756,720	34
169 AVAPRO	150mg	SS	5,220	188,557	165
170 LEVOXYL	50rhcg	GEN	5,190	23,840	703
171 PROPRANOLOL HCL	20mg	GEN	5,169	27,968	641
172 BETOPTIC S	0.25%	SS	5,167	207,776	147
173 VERAPAMIL HCL	180mg	GEN	5,162	127,172	223
174 WARFARIN SODIUM	5mg	GEN	5,160	80,712	316
175 SPIRONOLACTONE	25mg	GEN	5,125	60,562	392
176 PROPRANOLOL HCL	10mg	GEN	5,118	23,726	707
177 PRINIVIL	10mg	SS	5,115	\$ 147,758	203
178 TICLID	250mg	MS	5,107	545,397	56
179 ADALAT CC	30mg	SS	5,063	146,277	206
180 LEVAQUIN	500mg	SS	5,059	276,661	112
181 PREDNISOLONE ACETATE	1%	GEN	5,017	58,883	396
182 DYAZIDE	25-37.5mg	MS	5,009	76,492	325
183 THEOPHYLLINE ANHYDROUS	300mg	GEN	5,008	46,355	466
184 MONOPRIL	20mg	SS	4,997	146,617	205
185 TRAZODONE HCL	50mg	GEN	4,924	45,620	470
186 GLIPIZIDE	10mg	GEN	4,918	\$ 113,271	245
187 PROSCAR	5mg	SS	4,873	428,350	77
188 HYTRIN	2mg	MS	4,827	326,477	90
189 TRENTAL	400mg	MS	4,804	206,629	149
190 RISPERDAL	1mg	SS	4,801	354,536	87
191 ZOCOR	40mg	SS	4,795	742,450	35
192 PRINIVIL	20mg	SS	4,792	163,570	188
193 CARDURA	2mg	SS	4,762	174,204	176
194 ISOSORBIDE DINITRATE	40mg	GEN	4,748	40,172	504
195 CIPRO	250mg	SS	4,737	193,747	159
196 TOBRADEX	0.3-0.1%	SS	4,734	\$ 94,286	278
197 NITROQUICK	0.4mg	GEN	4,729	17,644	836
198 HYDROXYZINE HCL	25mg	GEN	4,625	21,307	751
199 ALPRAZOLAM	0.5mg	GEN	4,585	94,066	281
200 TRIMOX	500mg	GEN	4,576	23,519	710

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
201 COLCHICINE	0.6mg	GEN	4,519	\$ 29,266	618
202 LIPITOR	40mg	SS	4,467	681,494	42
203 IMDUR	120mg	SS	4,327	312,352	101
204 POTASSIUM CHLORIDE	8meq	GEN	4,323	27,837	643
205 ZYRTEC	10mg	SS	4,320	201,294	152
206 CLONIDINE HCL	0.1mg	GEN	4,316	\$ 29,898	610
207 LOTENSIN	10mg	SS	4,293	98,595	270
208 LEVOXYL	75mcg	GEN	4,279	21,621	744
209 HYDROCODONE W/ACETAMINOPHEN	7.5-500mg	GEN	4,255	67,333	360
210 NAPROXEN	500mg	GEN	4,247	113,805	244
211 SYNTHROID	150mcg	MS	4,220	42,710	486
212 LORAZEPAM	1mg	GEN	4,207	170,441	179
213 FLONASE	50mcg	SS	4,187	134,757	217
214 IBUPROFEN	600mg	GEN	4,166	32,465	575
215 DAYPRO	600mg	SS	4,148	280,092	111
216 TIMOPTIC	0.5%	MS	4,114	\$ 125,888	228
217 ALLEGRA	60mg	SS	4,107	151,756	198
218 LOTENSIN	20mg	SS	4,089	104,359	256
219 QUININE SULFATE	260mg	GEN	4,067	19,149	797
220 METHOTREXATE	2.5mg	GEN	4,035	188,280	166
221 SINGULAIR	10mg	SS	4,032	300,338	102
222 CIMETIDINE	400mg	GEN	4,011	115,307	242
223 FLOVENT	220mcg	SS	3,972	321,508	93
224 ZAROXOLYN	2.5mg	SS	3,972	56,134	411
225 FLOMAX	0.4mg	SS	3,965	185,272	170
226 INDAPAMIDE	2.5mg	GEN	3,955	\$ 63,748	374
228 AMARYL	4mg	SS	3,938	109,420	251
227 HUMULIN R	100u/ml	INS	3,938	83,069	309
229 NOVOLIN 70/30	70-30u/ml	INS	3,901	110,291	249
230 WARFARIN SODIUM	2.5mg	GEN	3,898	65,336	365
231 SINEMET CR	50-200mg	SS	3,856	469,311	67
232 REZULIN	200mg	SS	3,831	455,471	70
233 FLOVENT	110mcg	SS	3,814	164,755	186
234 TRIAMCINOLONE ACETONIDE	0.1%	GEN	3,795	19,732	783
235 NEURONTIN	300mg	SS	3,761	314,218	99
236 HYDROCODONE W/ACETAMINOPHEN	7.5-750mg	GEN	3,756	\$ 54,742	419
237 ACCOLATE	20mg	SS	3,753	177,904	175
238 TRIAMTERENE W/HCTZ	50-75mg	GEN	3,732	30,476	598
239 CEPHALEXIN	250mg	GEN	3,717	37,141	529
240 BETAPACE	80mg	SS	3,708	464,134	69

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TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
242 PROVENTIL	90mcg	MS	3,701	\$ 98,621	269
241 WARFARIN SODIUM	2mg	GEN	3,701	62,572	383
243 PREMARIN	0.625mg/G	SS	3,691	92,576	319
244 BACTROBAN	2%	SS	3,691	78,767	288
245 DIPYRIDAMOLE	50mg	GEN	3,688	23,292	715
246 ADALAT CC	60mg	SS	3,661	\$ 219,618	139
247 BUSPAR	10mg	SS	3,651	276,625	113
248 PROPRANOLOL HCL	80mg	GEN	3,601	84,863	303
249 COUMADIN	3mg	MS	3,587	64,835	371
250 ZESTRIL	40mg	SS	3,585	162,796	189
251 IPRATROPIUM BROMIDE	0.2mg/ml	GEN	3,569	391,789	82
252 COZAAR	25mg	SS	3,566	149,079	201
253 CLONIDINE HCL	0.2mg	GEN	3,549	37,971	522
254 RELAFEN	750mg	SS	3,544	232,737	133
255 PROPRANOLOL HCL	40mg	GEN	3,524	23,646	708
256 COUMADIN	4mg	MS	3,493	\$ 65,135	367
257 ARTHROTEC 50	50-0.2mg	SS	3,482	225,656	136
258 ARTHROTEC 75	75-0.2mg	SS	3,472	218,863	141
259 CYCLOBENZAPRINE HCL	10mg	GEN	3,418	58,892	395
260 FOLIC ACID	1mg	MS	3,410	5,907	1365
261 PROPULSID	20mg	SS	3,358	321,776	92
262 DOXYCYCLINE HYCLATE	100mg	GEN	3,345	26,370	670
263 LASIX	20mg	MS	3,303	25,608	675
264 HYDROXYZINE HCL	10mg	GEN	3,283	12,536	990
265 PROZAC	10mg	SS	3,253	272,190	115
266 PREDNISONE	20mg	GEN	3,251	\$ 10,689	1073
267 VERAPAMIL HCL	120mg	GEN	3,231	70,686	348
268 MEVACOR	40mg	SS	3,145	621,205	50
269 CORDARONE	200mg	MS	3,117	472,223	65
270 NYSTATIN W/TRIAMCINOLONE		GEN	3,111	16,423	870
271 SYNTHROID	88mcg	MS	3,098	30,942	592
272 DILTIAZEM HCL	30mg	GEN	3,090	44,101	479
273 AMOXIL	500mg	GEN	3,061	16,165	877
274 CLONAZEPAM	0.5mg	GEN	3,046	97,580	274
275 ALTACE	5mg	SS	3,045	100,398	261
276 IBUPROFEN	400mg	GEN	3,041	\$ 19,433	791
277 LACTULOSE	10G/15ml	GEN	3,010	74,141	333
278 ISOSORBIDE MONONITRATE	20mg	GEN	2,995	75,817	329
279 FLUOCINONIDE	0.05%	GEN	2,994	45,256	472
280 AEROBID	250mcg	SS	2,992	170,759	178

TABLE VI CONTINUED
300 MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
281 LEVOXYL	25mcg	GEN	2,974	\$ 12,782	978
282 PREDNISONE	1mg	GEN	2,961	10,366	1089
283 ACULAR	0.5%	SS	2,951	78,512	320
284 BUMETANIDE	1mg	GEN	2,941	34,890	554
285 PRAVACHOL	10mg	SS	2,932	207,710	148
286 PRINIVIL	5mg	SS	2,913	\$ 75,330	330
287 DARVOCET-N 100	100-650mg	MS	2,909	120,008	237
288 NAPROXEN	375mg	GEN	2,900	63,355	378
289 QUININE SULFATE	325mg	GEN	2,887	14,754	927
290 SYNTHROID	112mcg	MS	2,860	28,420	633
291 SUCRALFATE	1G	GEN	2,846	118,589	238
292 LESCOL	40mg	SS	2,835	99,975	264
293 MACROBID	100mg	SS	2,835	62,657	382
294 LEVOBUNOLOL HCL	0.5%	GEN	2,811	52,766	426
295 BUSPAR	5mg	SS	2,793	100,944	260
296 TENORMIN	50mg	MS	2,787	\$ 134,174	219
297 NEURONTIN	100mg	SS	2,785	77,945	321
298 NORTRIPTYLINE HCL	25mg	GEN	2,772	60,995	390
299 FOSAMAX	5mg	SS	2,761	158,180	193
300 VENTOLIN	90mcg	MS	2,757	64,998	369
Top 300 Total			2,762,464	\$99,002,640	
% Top 300 Total			74%	70%	
GEN=GENERIC			1,047,284	\$12,901,633	
MS=BRAND DRUG MULTI SOURCE			415,739	11,470,956	
SS=BRAND DRUG SOLE SOURCE			1,260,077	73,816,021	
INS=INSULIN			39,364	814,030	
			2,762,464	\$99,002,640	

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TABLE VII
TEN MOST FREQUENTLY PURCHASED TYPES OF DRUGS
BY THERAPUETIC CLASSIFICATION

<u>THERAPUETIC CLASS</u>	<u>NUMBER OF CLAIMS</u>	<u>PERCENT OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>PERCENT OF PAYMENTS</u>	<u>NUMBER OF PARTICIPANTS USING</u>
CARDIAC DRUGS	761,884	20.41%	\$33,557,955	18.60%	82,169
DIURETICS	270,558	7.25%	2,393,315	1.33%	51,165
VASODILATING AGENTS	180,259	4.83%	6,501,769	3.60%	27,902
GASTROINTESTINAL DRUGS	175,064	4.69%	20,205,055	11.20%	33,287
HYPOTENSIVE AGENTS	157,739	4.23%	8,336,447	4.62%	25,591
ANTI-CHOLESTEROL	153,820	4.12%	16,336,725	9.06%	29,385
ANALGESICS	114,393	3.06%	3,826,084	2.12%	28,220
ANTIDEPRESSANTS	111,790	2.99%	6,650,907	3.69%	20,779
REPLACEMENT PREPARATIONS	109,199	2.93%	1,749,163	0.97%	21,078
ANTIDIABETIC AGENTS	<u>103,921</u>	<u>2.78%</u>	<u>3,034,749</u>	<u>1.68%</u>	16,103
TOTAL	<u>2,138,627</u>	<u>57.29%</u>	<u>\$102,592,169</u>	<u>56.88%</u>	

TABLE VIII
TWENTY MOST FREQUENTLY PURCHASED DRUGS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY CLAIMS</u>
1 FUROSEMIDE	40mg	GEN	82,048	\$ 319,046	95
2 LANOXIN	125mcg	MS	50,615	274,360	114
3 PRILOSEC	20mg	SS	47,291	6,970,230	1
4 FUROSEMIDE	20mg	GEN	45,000	148,855	202
5 NORVASC	5mg	SS	43,844	1,860,286	5
6 METOPROLOL TARTRATE	50mg	GEN	43,144	514,925	61
7 LIPITOR	10mg	SS	37,779	2,366,354	3
8 K-DUR	20meq	SS	37,134	658,112	46
9 GLUCOPHAGE	500mg	SS	35,750	1,118,151	13
10 PROPOXYPHENE NAPSYLATE W/APAP	100-650mg	GEN	35,070	474,934	64
11 ATENOLOL	50mg	GEN	32,845	315,222	98
12 LANOXIN	250mcg	MS	32,555	180,874	172
13 HYDROCHLOROTHIAZIDE	25mg	GEN	32,462	28,302	638
14 GLYBURIDE	5mg	GEN	30,791	596,636	52
15 ALBUTEROL	90mcg	GEN	28,898	416,338	79
16 XALATAN	0.005%	SS	28,589	865,679	28
17 TRIAMTERENE W/HCTZ	25-37.5mg	GEN	28,378	243,937	129
18 FOSAMAX	10mg	SS	25,336	1,683,043	7
19 ATENOLOL	25mg	GEN	24,082	239,917	130
20 VASOTEC	5mg	SS	<u>22,673</u>	<u>960,840</u>	21
TOP 20 TOTALS			<u>744,284</u>	<u>\$20,236,041</u>	
% OF TOTALS			26.94%	20.44%	
SS=Sole Source			382,718	\$ 3,298,111	
GEN=Generic			83,170	455,234	
MS=Multi Source			278,396	16,482,696	

TABLE IX
TOP TWENTY DRUGS BASED ON EPIC PAYMENTS

<u>DRUG</u>	<u>STRENGTH</u>	<u>DRUG TYPE</u>	<u>NUMBER OF CLAIMS</u>	<u>EPIC PAYMENTS</u>	<u>RANK BY PAYMENT</u>
PRILOSEC	20mg	SS	47,291	\$ 6,970,230	1
PREVACID	30mg	SS	18,667	2,411,647	2
LIPITOR	10mg	SS	37,779	2,366,354	3
ZOCOR	20mg	SS	14,148	2,184,213	4
NORVASC	5mg	SS	43,844	1,860,286	5
LIPITOR	20mg	SS	16,300	1,841,992	6
FOSAMAX	10mg	SS	25,336	1,683,043	7
NORVASC	10mg	SS	21,401	1,624,993	8
PEPCID	20mg	SS	18,026	1,421,996	9
REZULIN	400mg	SS	6,938	1,278,100	10
PRAVACHOL	20mg	SS	16,167	1,266,661	11
TAMOXIFEN CITRATE	10mg	SS	12,686	1,133,072	12
GLUCOPHAGE	500mg	SS	35,750	1,118,151	13
PLAVIX	75mg	SS	11,272	1,091,113	14
PROCARDIA XL	60mg	SS	11,949	1,083,252	15
ZOLOFT	50mg	SS	14,405	1,059,119	16
CELEBREX	200mg	SS	12,471	1,031,029	17
AXID	150mg	SS	12,373	1,011,226	18
PREVACID	15mg	SS	7,545	999,219	19
CARDIZEM CD	240mg	MS	<u>13,213</u>	<u>969,839</u>	20

TOP 20 TOTALS**397,561****\$34,405,535****% OF TOTALS**

10.61%

24.24%

SS=Sole Source

384,348

\$33,435,697

MS=Multi Source

13,213

\$969,839

GEN=Generic

INS=Insulin

TABLE X
DISTRIBUTION OF CLAIMS AND PAYMENTS BY PHARMACY TYPE

<u>TYPE OF PHARMACY</u>	<u>NUMBER ACTIVE</u>	<u>NUMBER OF CLAIMS</u>	<u>PAYMENTS TO PHARMACIES</u>
CHAIN	1,697	2,286,562	\$ 80,844,860
INDEPENDENT	1,919	1,226,025	53,644,964
INSTITUTION	117	171,788	5,084,737
OTHER	23	10,244	641,798
MAIL ORDER	<u>1</u>	<u>46,777</u>	<u>1,715,551</u>
TOTAL	<u>3,757</u>	<u>3,741,396</u>	<u>\$141,931,910</u>

TABLE XI
ACTIVE PHARMACIES CLAIMS AND PAYMENTS BY COUNTY

<u>COUNTY</u>	<u>NUMBER OF PHARMACIES ENROLLED</u>	<u>NUMBER OF PAID CLAIMS</u>	<u>PAYMENTS TO PHARMACIES</u>
ALBANY	59	81,423	\$ 2,982,284
ALLEGANY	12	19,468	616,077
BROOME	44	88,765	2,912,762
CATTARAUGUS	20	49,400	1,645,679
CAYUGA	11	27,221	800,497
CHAUTAUQUA	32	87,689	3,018,578
CHEMUNG	20	53,495	1,911,089
CHENANGO	13	26,640	792,605
CLINTON	17	36,277	1,349,408
COLUMBIA	10	22,005	679,081
CORTLAND	14	29,171	798,276
DELAWARE	14	25,742	947,832
DUTCHESS	54	42,257	1,606,146
ERIE	229	307,911	8,691,973
ESSEX	11	13,450	504,066
FRANKLIN	8	25,533	880,835
FULTON	16	44,091	1,472,775
GENESEE	11	25,604	791,470
GREENE	13	19,985	750,260
HERKIMER	15	38,793	1,255,109
JEFFERSON	24	53,079	1,564,372
LEWIS	4	14,952	497,753
LIVINGSTON	13	15,264	580,752
MADISON	15	25,055	919,366
MONROE	134	118,871	4,292,927
MONTGOMERY	14	34,653	1,058,908
NASSAU	288	198,618	9,214,285
NIAGARA	47	68,658	2,037,172
ONEIDA	57	136,496	4,661,945
ONONDAGA	100	160,538	5,244,030
ONTARIO	21	35,701	1,322,445
ORANGE	58	75,351	3,001,911
ORLEANS	8	10,079	327,294
OSWEGO	28	55,797	1,828,760
OTSEGO	15	28,421	898,058
PUTNAM	18	9,668	426,575

TABLE XI CONTINUED
ACTIVE PHARMACIES CLAIMS AND PAYMENTS BY COUNTY

<u>COUNTY</u>	<u>NUMBER OF PHARMACIES ENROLLED</u>	<u>NUMBER OF PAID CLAIMS</u>	<u>PAYMENTS TO PHARMACIES</u>
RENSSELAER	38	42,363	\$ 1,533,391
ROCKLAND	56	43,657	2,193,957
ST. LAWREN	21	60,069	1,861,159
SARATOGA	35	39,008	1,405,572
SCHENECTADY	43	76,149	2,722,610
SCHOHARIE	6	11,471	396,843
SCHUYLER	3	8,429	304,227
SENECA	5	9,551	344,388
STEUBEN	24	44,210	1,472,932
SUFFOLK	279	185,098	8,566,735
SULLIVAN	13	17,456	686,378
TIOGA	6	11,068	370,723
TOMPKINS	13	19,843	673,718
ULSTER	36	30,944	1,268,907
WARREN/HAMILTON	22	27,929	1,022,636
WASHINGTON	15	22,265	775,527
WAYNE	19	31,769	1,236,826
WESTCHESTE	177	130,345	5,712,305
WYOMING	7	13,794	420,634
YATES	<u>5</u>	<u>9,783</u>	<u>356,079</u>
SUB-TOTALS	2,290	2,941,322	\$105,608,902
NEW YORK CITY:			
NEW YORK	378	133,798	6,645,532
BRONX	194	82,275	3,676,122
KINGS	458	276,322	12,438,381
QUEENS	363	251,334	11,271,810
RICHMOND	<u>74</u>	<u>47,549</u>	<u>2,016,344</u>
TOTAL NYC	1,467	791,278	\$ 36,048,189
OUT OF STATE	8	8,796	274,819
TOTAL	<u>3,765</u>	<u>3,741,396</u>	<u>\$141,931,910</u>

Julie Naglieri
Acting Deputy Director

Susan Baird
Director
Program Development & Review

Michael Brennan
Assistant Director
Program Development & Review

Richard Rees
Manager
Systems Support & Research

Stephen Abbott
Project Director
Program Operations

EPIC Staff

Santa Bates	Edward Hart
Rhonda Cooper	Marcia Hollins
Edward Dombroski	Richard Kaplan
Denis Dulin	Timothy McAuliffe
Toni Duncan	Sheila Rounds
Marilyn Fortin	Lisa Tice
David Furlong	Jo-Ann Tyler

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State of New York
George E. Pataki, Governor
Department of Health ***State Office for the Aging***